



Sales Readiness Group

# Sales Compensation and Incentive Plan Solutions

## SALES EFFECTIVENESS SOLUTIONS

**Sales Readiness Group** has a proven track record of developing and implementing sales compensation and incentive plans that motivate and drive sales performance. Our solutions are effective, actionable and rapidly yield quantifiable results. Our compensation and incentive plan solutions help sales organizations overcome the challenges of high turnover, need for rapid growth, low morale, missed sales goals and more.

The **Sales Compensation and Incentive** solution begins with a thorough understanding of your current sales organization, sales methodology, sales and business goals, profitability, sales cycle, product/service offering, customer base, and competitive landscape. Based on our extensive experience with sales organizations, we develop compensation and incentive plans that align individual goals with your corporate goals and objectives.

Whether it's developing compensation and incentive plans for direct sales, inside sales, channel sales and/or account management teams, we will help you build a sales organization that is focused, accountable, productive, motivated and scalable. We will work with your management team to:

- Establish compensation and incentive plans that motivate and drive performance
- Develop commission plans that compensate based on product margin, product mix, discounts or others
- Create special performance incentive plans
- Build sales programs, contests and campaigns
- Design executive bonus plans



Sales Readiness Group, Inc.

Sales Readiness Group provides clients with customized solutions that improve sales performance, develop sales leaders who inspire and drive great results, and build more effective sales organizations.

8015 SE 28th Street, Suite 206, Mercer Island, WA 98040, Toll Free: 1-800-490-0715

info@salesreadinessgroup.com, <http://www.SalesReadinessGroup.com>



Sales Readiness Group